Rice University
The Shepherd School of Music
Spring 2018 MUSI405
Music Business and Law
Syllabus
Dr. Arthur Gottschalk

I. Fundamentals of Copyright

A. History
1. Historical Antecedents
2. Constitutional Basics
3. U.S. Copyright until 1976

B. History of Agency
1.Performing Rights Societies
2. Mechanical Rights Agencies
3. Additional Lincensors

B. Title 17, U.S. Code
1. Scope of Copyright
2. Ownership, Transfer, and Duration
3. Notice, Deposit, and Registration
4. Infringement and Remedies

C. The Fair Use Doctrine
1. Criticism, Comment, and Journalism
2. Teaching, Scholarship, and Research
3. Parody, Satire, and Artistic Use

II. Contracts

A. Publishing
1. Single Song vs. Term Agreements
2. Copublishers, Subpublishers, and Foreign Publishers

B. Recording
1. Major Label Agreements
2. Independent Label Agreements

C. Management
1. Artist Management Contracts
2. Booking Agreements
3. Commissions and Work-for-Hire

D. Audio-Visual
1. Feature Film Composition
2. Documentary Composition
3. Television and Episodic Television
4. Commercials, Advertisements, and Jingles

III. New Media

A. Copyright Law and Recent Jurisprudence
B. Using New Media to Support and Further a Career

IV. Entrepreneurship

A. Executive Summary
B. Company Description
C. Market Analysis
D. Organization and Management
E. Service or Product Line
F. Marketing and Sales
G. Funding Requests
H. Financial Projections

V. Career Opportunities

A. Academia, Scholarship, and Research
B. Independent Composition and Performance
C. Music Business and Arts Administration
D. Technical Fields

Music Business and Law is a fifteen-week three-credit-hour course offered primarily for music majors but open to all university students. Classes will be in a standard lecture format, with cumulative and current-topic quizzes, examinations, and assignments. Opportunities will be given to the students to present and discuss their personal questions and problems within the field, and a strong relationship will be maintained between their current studies as musicians and the world of music outside of the academy. Please note that the instructor will be out of the country at the beginning of the semester, and the first class will be on January 20, 2017

Required text is Shemel and Krasilovsky, *This Business of Music*. Recommended text is Baskerville and Basketville, *Music Business Handbook and Career Guide*. Both are available in the Campus Bookstore. Outside readings will be suggested, and it is anticipated that guest speakers from the field will participate from time to time. The goals of the course are two-fold: one, to enable the student to view their current and future work within the larger context of the business of music and entertainment, and two, to allow the student greater latitude and awareness in determining a career path. Students are expected to maintain exemplary attendance, to complete all assignments in a timely fashion, and will be given examinations periodically. Papers and presentations will be assigned regularly, and graded on the basis of form, style, and grammar as well as content. Lectures will be presented by the professor, but topics may also be occasionally devised by the participants, to the extent practicable. A final project and/or final examination will be a major part of the course, and students should make plans to accommodate a take-home final project due on the last day of the final exam period.

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Grades will be based upon a combination of Attendance (15%), Participation (10%), Assignments (25%), Exams (30%), and the Final Project / Final Examination (20%).

If you have a documented disability that will impact your work in this class, please contact me to discuss your needs. Additionally, you will need to register with the Disability Support Services Office in the Allen Center.